



Press Release
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LE GROUPE LA POSTE'S DIGITAL SUBSIDIARY DOCAPOSTE ACQUIRES SOFTEAM GROUP

Docaposte's major takeover of Softeam Group cements its objective of becoming a digital transformation pioneer on its four strategic markets of banking and insurance, e-health, the public sector and SMEs. The synergies between the two companies will enable Docaposte to provide one of the most comprehensive range of consultancy/service/solutions on the market. The new entity has 6,400 employees, and aims to generate revenue of €1 billion by 2023.

As a specialist in digital transformation and digital trust, Docaposte's most major acquisition of Softeam Group, the 28th largest digital services company in France, marks an important milestone in its development

Softeam Group was founded in 1989. It has 1,400 employees and is set to generate €150 M of revenue for 2019. The company, while known for its expertise in financial, banking and insurance sector consultancy, is also developing solutions in disruptive technologies including services for digital agency, digital factory, data and artificial intelligence. The transaction, put forward by Docaposte, reflects Softeam Group's desire to move forward with its development based on a solid partnership.

Docaposte is a major player on the digital transformation market both in the private and public sectors. It operates trusted digital platforms and provides electronic solutions. In addition to being the French number one in electronic signature, it is also the French leader in electronic voting, archiving and health data hosting.

Its expertise is based on an ability to combine both digital and physical services, streamline information flows and secure transactions. La Poste's digital subsidiary is also in the process of developing innovative solutions for blockchain, Know Your Customer (KYC), Artificial Intelligence (AI) and connected services (IoT). With over 5,000 employees and 23,000 customers, in 2019 Docaposte's revenue will exceed €550 M.

Softeam Group's consultancy business and Docaposte's digital solutions will combine to form one of the most comprehensive service offerings on the market. Docaposte plans to use the acquisition to boost its position by providing dedicated services to its main strategic markets of banking and insurance, the public sector, e-health and SMEs. It aims to generate annual revenue of €1 billion by 2023.

"The acquisition of Softeam Group represents a structural and strategic operation for both Docaposte and Le Groupe La Poste. It demonstrates La Poste's ambition as a trusted third

party to offer a comprehensive range of digital transformation support services to its customers, both in the private and public sectors."

Nathalie Collin, Le Groupe La Poste Executive Vice President responsible for digital services and communications

"Our customers will note the added value and exceptional performance throughout the business process, delivered by combining Docaposte's know-how and solutions with Softeam Group's skills. This acquisition cements our aim to significantly boost our position in the digital transformation sector. "

Olivier Vallet, Docaposte Chairman and Chief Executive Officer

"The transaction will enable us to further develop our expertise, and to better meet our customers' requirements by offering them an extended scope of services. The very many synergies between our two companies provide any number of growth opportunities."

François Salaün, Chairman of Softeam Group

Figures for Docaposte and Softeam Group combined:

- More than 6,400 employees
- 2019 estimated revenue of over €700 M
- A major player in the banking and insurance sector
- End-to-end service coverage (consultancy, services and solutions)
- More than 60 sites in France and abroad
- 4 secure data centres located in France and operated by Docaposte

About Docaposte

Docaposte is Le Groupe La Poste's digital subsidiary. With over 5,000 employees spread over 60 sites both in France and abroad, in 2019 Docaposte's revenue is set to exceed €550 M.

Docaposte supports all organisations with their digital transformation processes, providing them with the confidence to move forward. Docaposte provides collaborative platforms, business expertise and digital and industrial capabilities, to enable both companies and public authorities to optimise and digitise their business processes and their relationships with customers, employees, suppliers and citizens.

Docaposte advises on the co-design of innovative service offerings, provides services to cover all business- or sector-specific needs, and also provides a set of turnkey digital solutions including signature, archiving, voting and more.

Further information is available at www.docaposte.com

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